

## Message Text

LIMITED OFFICIAL USE

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15

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
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R 300700Z OCT 75  
FM AMEMBASSY ABU DHABI  
TO SECSTATE WASHDC 3492  
USDOC WASHDC

LIMITED OFFICIAL USE ABU DHABI 2195

E.O. 11652: N/A

TAGS : BTIO, TC

SUBJECT : EARLY WARNING - ABU DHABI INTERNATIONAL AIRPORT

REF: ABU DHABI 504

COMMERCE FOR CAGNE

DECLASSIFY UPON RECEIPT

1. WALID BOHSALI, MANAGER OF AL-QUBEISI CONTRACTING AND TRADING CO. (SUBSIDIARY OF MOHAMMAD RUBAYA, GE AGENT) HAS INFORMED EMBASSY THAT ABU DHABI'S LONG DELAYED CIVIL AIRPORT PROJECT IS BACK ON THE TRACK. PUBLICLY ANNOUNCED INVITATION TO TENDER FOR FIRST PHASE TO BE ISSUED LATE JANUARY OR EARLY FEBRUARY, 1976. PROJECT WILL BE IN THREE SEPARATE PHASES: (A) CONSTRUCTION OF AIRPORT TERMINAL AND SATELLITE (INCLUDING INSTALLATION OF BAGGAGE HANDLING EQUIPMENT, AIRLINE RESERVATION AND TICKETING EQUIPMENT, RESTAURANTS, LOUNGES, ET AL); (B) CONSTRUCTION OF RUNWAYS AND INSTALLATION OF AVIONICS AND NAVIGATIONAL EQUIPMENT; (C) CONSTRUCTION OF FREIGHT, STORAGE, AND MAINTENANCE AREAS.
  2. BOHSALI VERY MUCH WANTS TO JOINT VENTURE WITH US FIRM OR AT LEAST SERVE AS US FIRM'S AGENT GETTING SUB-CONTRACT WORK. HE CLAIMS ACCESS TO RELATIVELY INEXPENSIVE SUPPLIES OF AGGREGATE, CEMENT, REINFORCING MATERIALS, INTERIORS, AND TRANSPORT. ALSO CLAIMS THAT HE AND RUBAYA ARE AGENTS FOR AEROPORT DE PARIS, CONSULTANTS FOR THIS PROJECT. HE HAS SUPPLIED EMBASSY WITH ARCHITECT'S RENDERING AND SCALE FLOOR PLAN OF TERMINAL BUILDING WHICH WILL BE
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FORWARDED TO USDOC VIA AIRGRAM.

3. PROMOTION OF THIS TYPE OF OPPORTUNITY ALWAYS DIFFICULT. PUBLIC-  
ATION IN COMMERCE TODAY IS CERTAINLY OUT OF QUESTION. (PUBLICATION  
IN EDITED FORMAT  
OFECONOMIC TRENDS REPORT ALREADY PICKED UP BY  
BANKERS AND OTHERS IN ABU DHABI.) IF PROMOTIONAL EFFORT WAITS UNTIL  
OFFICIAL ANNOUNCEMENT OF TENDER, HOWEVER, US FIRMS MORE THAN LIKELY  
WILL BE LEFT OUT IN COLD. ALTHOUGH BURDENSOME TO DOC, EMBASSY AGAIN  
REQUESTS CAGNE CONTACT SPECIFIC US FIRMS AND PROVIDE US WITH LIST  
FOR PURPOSES OF FOLLOW-UP WITH BOHSALI. IN PAST, WE HAVE FOUND  
HIM WILLING TO ASSUME CONSIDERABLE EXPENSE IN MEETING WITH US  
FIRMS AND PURSUING OPPORTUNITIES. IF DOC OR US FIRMS REQUIRE MORE  
SPECIFIC INFO WE WILL DO OUR BEST TO OBTAIN IT FROM LOCAL SOURCES.  
STERNER

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Draft Date:** 30 OCT 1975  
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**Subject:** : EARLY WARNING - ABU DHABI INTERNATIONAL AIRPORT  
**TAGS:** BTIO, TC  
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